

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Muskogee Metalworks

Alabama Technology Network

Muskogee Metalworks Achieves AS9100 Certification and Gains New Supplier

Client Profile:

Muskogee Metalworks produces machined parts for military and private enterprises and participates in the U.S. Air Force Manufacturing Technical Assistance Production Program. The company employs 26 people at its facility in Atmore, Alabama.

Situation:

Muskogee Metalworks wanted to achieve AS9100 certification in order to position itself more competitively. This International Aerospace Standard includes some 80 certification measures over and above the ISO certification process for other types of manufacturing. The company contacted the Alabama Technology Network (ATN), a NIST MEP network affiliate, for help.

Solution:

ATN, through its Auburn Technical Assistance Center (ATAC), and the Alabama-Boeing Supplier Development Program facilitated Muskogee's quality certification training initiative. Through a scope of work that included the four primary areas of QMS Basic Training, Developmental Training, Installation Training, and E2 Shop Tech Training, ATN-AU enabled the client to build its quality system, learn to manage and audit its system, and attain Registrar Certification. "AS9100 gave us a systematic way to know that we are doing things right," said the company's General Manager Mal McGhee. "This system provides a way for us to very accurately measure the quality of our products and to have a baseline for our continuous improvement initiatives. We know it will help open doors to new business for us." McGhee credits the assistance provided through ATAC and the ATN for enabling the company to position itself more competitively. Muskogee Metalworks is now recognized by The Boeing Company as one of its certified suppliers. The Alabama-Boeing Supplier Development Program was funded by Alabama's Office of Workforce Development, a grant providing matching funds to qualified Boeing suppliers for workforce development training in existing industries.

Results:

- * Increased sales by \$250,000.
- * Reduced overhead by between \$250,000 and \$500,000.
- * Invested \$555,000 in plant equipment, information systems software, and workforce development.
- * Created 5 new jobs.
- * Retained 3 jobs.

Testimonial:

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Mal D. McGhee, General Manager